Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Contact information of the person who fills the questionnaire:		
Name		Kenneth Leto
Position		Techinical Manager
e-mail address		info@sigmadc.com
Phone number		+256-414-256581
Since when are you working with this institution?		OCT-01-2003
COMPANY PROFILE		
Contact Details		
URL		http://www.sigmadc.com
Postal address		P.O.Box 30348, Kampala, Uganda
Country	Uganda	**East Africa**
Region	Sub_Saharan_Africa	
Fax number		+256-414-256581
Sales representative		Okello Richard Odorah
Technical manager		Kenneth Leto
Established since		AUG-20-2000
Status	Limited	
Main shareholders (with % of shares)		Mr Lachmayya Sidanmane 60%, Mrs Leela Krishnamurthy 40%
Turnover and Results last 3 financial years		
Company's turnover		2006,120,000,000,Uganda Shillings/2007,200,000,000,Uganda Shillings/2008 450,000,000, Uganda Shillings
Turnover linked to microfinance activity		2006,120,000,000,Uganda Shillings/2007,200,000,000,Uganda Shillings/2008 450,000,000, Uganda Shillings
Company's net profit		2006,45,000,000,Uganda Shillings/2007,63,500,000,Uganda Shillings/2008 180,000,000, Uganda Shillings
Profit link to microfinance activity		2006,45,000,000,Uganda Shillings/2007,63,500,000,Uganda Shillings/2008 180,000,000, Uganda Shillings
Staff		
Whole company staff		13
Core Banking / Microfinance Systems Staff		2
Sales & marketing CBS staff		2
Implementation & training CBS staff		3
Technical support CBS staff		2
Product development CBS staff		3

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Management & administration CBS staff		2
Other		1
Other softwares / services that your company provides		**IT Solutions, Software Development, MIS Consultancy**
Softwares		Finance Solutions
Services		MIS Consultancy, Software Development, IT solutions.
Has your company set up partnerships for the microfinance market?		
with Microfinance Institutions?	YES	
with Resellers?	YES	We have 3 resellers in africa
with Consulting companies?	YES	
with NGO's?	YES	
with other type of institutions?	YES	Microfinance Support organizations
Main evolutions since 3 years		We have expanded our operation areas through distributors, our staff numbers has also grown
Trends for next 3 years		We hope to expand more in the market, increase the number of distributors across the world, come up with new products and also introduce new technologies to our software.
SOFTWARE OVERVIEW	***Finance Solutions***	
Software versions		
Date of 1st release		Oct-01-2003
Number of releases		6
Latest version number		8.36
Number of installations latest version (nb of MFI)		70
Number of installations previous version		50, but all have upgraded to the latest version
Date of last released version		Jan-09
Date of next release (if already planned)		Jan-10
Average release frequency		One major version release per year.
Patches and updates integration tool	YES	Quartley
FTP server for patches download	YES	All patches and updates can be downloaded from our website.
Type of institutions targeted		
Commercial Banks	NO	
Microfinance Banks	YES	
Community Banks (limited service area)	YES	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Finance Companies	YES	
Cooperatives and Credit Unions	YES	We have many clients who are SACCO's
Non-profit Organizations	YES	
Others		
Market references		
Number of operating clients in 2006/2007/2008		2006:32 ,20007:65 ,2008:82
Number of operating microfinance clients in 2006/2007/2008		2006:30 ,20007:65 ,2008:78
Lowest and highest number of branches within MFI clients		Lowest is 1 branch, highest is 10
Average number of branches per client		3
Lowest and highest nb of accounts handled within MFI clients		
Number of microfinance clients by country (2008)		Uganda 69, Nigeria 12, Kenya 2, Tanzania 6, India 5, Rwanda 3, Mozambique 1, Zambia 1, Democratic Republic of Congo 2, Burkina Faso 1
Number of ongoing installations by country		Uganda 11, Nigeria 3, Rwanda 2, Burkina Faso 1, Tanzania 3, Cameron 1
Number of clients in 2006/2007/2008 by type		
Commercial_Banks		0
Microfinance_Banks		30
Community_Banks (limited service area)		0
Finance_Companies		13
Cooperatives_and/or_Credit Unions		35
Non_profit_Organizations		3
Savings_and_Credit_Associations		Most of the cooperatives_and/or_credit unions are also Savings_and Credit_Societies
Other		0
Commercial offices (including resellers)		
Number of commercial offices		4

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Location of commercial offices		Uganda: (1 Office) Sigma Data & Computers,5th Floor, Greenland Towers , Kampala Road P. O. Box 30348, Kampala - Uganda (East Africa),Tel: +256-414-256581, +256-772-496460 Email: info@sigmadc.com, lachmayya@yahoo.co.in, Website: http://www.sigmadc.com,skype: sigmadc or lachmayya TANZANIA: (2 Offices) BrainSoft Technologies (Tanzania) Ltd.,Uhuru Street Clock Tower Buildings Plot No. 2036/155, P.O.Box 11625, Dar es Salaam, Tanzania, Tel: +255-2127629,+255-754-464-744,+255-784-712424 Email: info@brainsoft.co.tz,Contact Person: Mr Philbert Bagaya, Managing Director Nigeria: (1 Office) INFONET Management Consultants Ltd.,8, Daniel Adekoya Street, Off Ojokoro Road, Ikorodu, Lagos, Nigeria, Tel: +234-01-7611839, +234-01-7914389, +234-014043445, +234-8033955145 Email: infonetmgtconsultants@yahoo.com, Contact Person: Mr Hafeez Oderiinde, Managing Director Rwanda, Burundi, Congo (+Francophone countries): (1 Office) National University of Rwanda, ICT Center P.O.Box 117, Butare, Butare District,Republic of Rwanda, Tel: +250-
Support center (including resellers)		
Number of support centers		4

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Location of support centers		Uganda: (1 Office) Sigma Data & Computers,5th Floor, Greenland Towers , Kampala Road P. O. Box 30348, Kampala - Uganda (East Africa),Tel: +256-414-256581, +256-772-496460 Email: info@sigmadc.com, lachmayya@yahoo.co.in, Website: http://www.sigmadc.com,skype: sigmadc or lachmayya TANZANIA: (2 Offices) BrainSoft Technologies (Tanzania) Ltd.,Uhuru Street Clock Tower Buildings Plot No. 2036/155, P.O.Box 11625, Dar es Salaam, Tanzania, Tel: +255-2127629,+255-754-464-744,+255-784-712424 Email: info@brainsoft.co.tz,Contact Person: Mr Philbert Bagaya, Managing Director Nigeria: (1 Office) INFONET Management Consultants Ltd.,8, Daniel Adekoya Street, Off Ojokoro Road, Ikorodu, Lagos, Nigeria, Tel: +234-01-7611839, +234-01-7914389, +234-014043445, +234-8033955145 Email: infonetmgtconsultants@yahoo.com, Contact Person: Mr Hafeez Oderiinde, Managing Director Rwanda, Burundi, Congo (+Francophone countries): (1 Office) National University of Rwanda, ICT Center P.O.Box 117, Butare, Butare District,Republic of Rwanda, Tel: +250-
Support center staff (number of people)		In Uganda, 4, Rwanda, 1, Tanzania 2, Nigeria 4
Hotline	by e-mail	Phone support is also offered
Support in which languages		English, French, Kiswahili, Spanish
Technical documentation available	YES	There is English and French manual
User documentation available	YES	Yes, there is a 300page manual
User club existence	YES	There is a yahoo user group (financesolutions@yahoogroup.com)
Main evolutions since 3 years		We have added new modules such as, Forex module, multi currency, Bank placements, inter-branch transaction, Centralised database on WAN, Different loan methodologies. Our clientel has grown and so has our number of staff.
Trends for next 3 years		ATM intergration, POS , hope to get more clients and also increase the staff number and support centers
Forecast features under development for the software	YES	ATM intergration, POS
Further innovation in pipeline for microfinance market	YES	Support of MySQL Database, and other databases
Outsourcing	YES	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Targeted new clients for next 3 years		Commercial Banks
According to you, who are your (3 main) competitors as microfinance software editor?		
Current competitors		M2 (Southern Horizon), Loan Performer (Crystal Clear Software), Bankers Relm (Craft Silcon)
Estimated future competitors		M2 (Southern Horizon), Loan Performer (Crystal Clear Software), Bankers Relm (Craft Silcon), e-merge
The five major strengths of your software		1. Local Area and Wide Area Network (Client/Server Application) 2. Multi-currency/Multi-lingual/Multi users 3. All modules are integrated in one application (Savings,Shares,Loans,Accounting,Fixed Assets, Fixed Deposit, Forex, Bank Placements, Discount Instruments, Stock etc.) 4. Ease of use/Management Reporting (Consistent screens, TOOLBAR, easily identifiable menu options, and logical use of color and icons, Portfolio reports, Financial Reports, Analysis reports, Management reports, export in different formats eg. PDF, Excel, Word, HTML, XML, DBF, image, RTF etc.) 5. Data Security (12 user definable user groups with different access rights, complete audit trail, SQL-Server database as backend, time out limit, cash/non-cash transaction authorization, no. of back days for a transaction/error corrections can be set per user)
FUNCTIONAL COVERAGE		
Client Information Management	core banking system	
Client data such as name, marital status, age, gender, address (home and work) and activity…	YES	It captures Name, Date of birth, gender, address, telepone, customer category, photo, signature, ID card number, salutation, language, housing, income, number of children and there are 4 user definable fileds.
Group clients data such as name, status, members (nb / list), leader, creation date, meeting date	YES	It tracks, group name, member name, group code, address, area code, customer catergory, loan officer, signature mandate, group leader etc.
Village data such as name, location, status, groups (nb / list), leader, registration date	YES	Yes it capture all this information, there are four user-definable fields that users can edit the label to their choice of words e.g they can change user definable field 1 to blood group etc.

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Facilities to check client behavior - i.e. credit and deposit status and history (either from external or internal sources)	YES	The system has a browse clients, this can show the cient behavior i.e deposits, withdrawal, loan disbursments and repayments. **Additional Question from Consultant:** Where is it in the menu? **Finance Solutions's answer:** This menu is under the menu Transactions=>Browse Clients. There is also a shortcut icon in TOOLBAR. There is a report 'Personal Ledger' under menu Reports=>Back Office=>General Reports=>Personal Ledger
Historical data on clients (including deleted, canceled, rejected and closed loans)	YES	Once a client carries any transaction, his/her details can't be deleted from the system, for savings and loans once a record is deleted, its stored in the system, records for deleted savings, loan disbursment, repayment, application can all be traced.
Able to track clients at different stages of the process (prospect, active, blocked)	YES	All the stages can be traced, you can put block a client account, put it on hold, make it active or dormant. For loans, there is a the application stage, approval stage etc,
Unique identifier of client as a parameter (internal number, Mnemonic, ID card,…)	YES	There is an internal number that uniquely identifys aclient, also the ID card id is a unique field.
Physical identifier of client (picture, signature, finger print…)	YES	
Identifies potential duplicates (i.e.. double entry of clients)	YES	You can't have duplicate cleints in Finance Solutions, but clients with the same names can be in, this depends on the settings made in the general configuration on whether to allow clients with the same names.
Tracks potential clients information	YES	They can be tracked
Black list	YES	There is a provision to blacklist and deblacklist a client
Follow-up of relationships between clients	NO	
Possibility to print a client identification sheet	YES	Yes this can be printed out, there is a report that has all the client details.
Loan management	core banking system	
Integrated with accounting system	YES	Its linked to the general ledger
Number of products allowed		There is no limit to the number of Loan products allowed in Finance Solutions, You can have agric loans, solar loans, commerial loans, short term loans, education loans, car loans, etc.
Permits the addition and modification of loan products	YES	Loan products can be modified, the product settings like interest rate, minimum loan amount, maximum loan amount, method of closing aloan, payment frequency, interest caluation method etc.
Lending methodologies		
Individual clients	YES	It supports
Solidarity groups with individual loans	YES	It supports
Solidarity groups with group loans	YES	It supports
Village banks with individual loans	YES	It supports

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Village banks with group loans	YES	It supports
Methodologies of interest calculation available		
Flat	YES	
Declining balance	YES	You can have declining balance as discounted, amortization, daily rate, equal due and declining balance equal installments.
Fixed rates	YES	
Discounted from the loan	YES	
Floating/Variable rate	YES	
Daily interest calculation (with weekly or monthly installments) on principal outstanding	YES	
Other (user defined)	YES	
Special products		
Leasing	YES	
Mortgage	YES	
Warrantage	YES	
Line of credit	YES	
Other		
Historic data on products	YES	
Forced deposits (linked to deposit monitoring) with ability to block access to forced savings (where appropriate)	YES	
Forced deposits linked to instalment schedule as a separate option.	YES	**Additional Question from Consultant:** Confirm that this function exist **Finance Solutions's answer**: We think this is Loan Gurantee Savings Deposit % for a loan. If so, we have it in Loan Product Settings
Collateral (cash and non-cash) tracking	YES	Finance Solutions supports both Cash, cheque, Bank and Transfer accounts, all you have to do is define them from the admin menu. **Additional Question from Consultant:** Can collateral be freed progressively while the client reimburse the loan? **Finance Solutions's answer:** There is no control on collateral. It is just a field. It can be filled while disbursing a loan

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Guarantor tracking and number of guarantors per loan	YES	**Additional Question from Consultant:** Clarification needed on guarantors. Are guarantors tracked? (amount of guarantees given, loans amounts taken, warning, etc…) **Finance Solutions's answer:** Gurantors can be tracked, you can see the number of Loans they have guaranteed for, the amount, the outstanding balance, the expiry date. There is a reports called Loan guarantors report under the Reports=>Back Office=>Loans Reports=>Loan Guarantors Report.
Loan simulation including production of installments schedule	YES	
Payment Types		
Term loans with constant payments	YES	
Term loans with constant principal	YES	
Irregular payments (set by the user)	YES	
Balloon schedule (interest only instalments and principal at the end)	YES	
Possibility to choose order of repayment between Penalties, Interest and Capital	YES	
Other (user defined)	YES	
Payment frequencies		
Daily	YES	
Weekly	YES	
Biweekly	YES	
Every 4 weeks	YES	
Monthly	YES	
Bimonthly	YES	
Quarterly (every 3 months)	YES	
Bullet loan (single repayment)	YES	
Other (user defined)	YES	User defined e.g 5 Daily, 10 Daily 3 weekly, 2 Monthly etc.
Payment year supported		
365 days	YES	
360 days (30 days/month)	YES	
336 days (4 weeks/month)	YES	
52 weeks	YES	
Other (user defined)	YES	
Grace periods		

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Late payment grace period	YES	
Installments schedule grace with interest	YES	
Installments schedule grace without interest	YES	
Delinquency management facilities (handling of on-time, early, late, partial, and extra payments) and calculation methodology	YES	When clients default, they will automatically appear in the Loan arrears report, Finance Solutions also has a Loan arrears by age report, Loan dues & arrears during a period report, Loan arrears dues & repayments during aperiod report. All this is information is directly linked to GL in the chart of accounts. With regard to repayments, on-time, early, partial and late repayments are well handled in the system, late repayment my incur a fee depending on the setting made by the client institution.
Additional types of payments		
Commissions and fees (Please specify at what stage of the loan cycle those fees may be charged)	YES	
Penalty fees for late payments (Please specify if the user may suspends these fees)	YES	
Credit insurance	YES	
Group insurance fees	YES	
Other (user defined)	YES	
Repayment methods		
Cash	YES	
Check	YES	
Standing order (auto debit)	YES	
Money order	YES	
Current account transfer	YES	
ATM Card	NO	Under Development.
POS devices	NO	Under Development.
Mobile banking	NO	Under Development.
List the different steps of the loan cycle (application, appraisal,approval, disbursement, payment)		The systems tracks loan appraisal, loan application, loan approval, then loan disbursment.
Approval workflow system	YES, automatic	
Closing a loan (on-time and early)	YES, automatic	
Back dating of transactions on loan accounts	YES	It is possible only if the date is not older than the loan disbursment date, and the previous repayment date.
Loan rescheduling : follow-up and separation from other loans	YES	
Expected repayment amount proposed by default by the system	YES	The system produces a loan repayment schedule, when a client offers to repay aloan, the expected repayment is automatically proposed by the system.

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Unexpected amount possible (underpayment, overpayment,more than loan balance)	YES	one can post an underpayment, but overpayment more than the loan balance is not possible.
Batch processing for disbursement lists / collection sheets	YES	
Taxes management on loan products	NO	There is provision to put tax as a percentage or flat amont. **Additional Question from Consultant:** It seems that this function doesn't exist for loans **Finance Solutions's answer:** There is no VAT (as specific) on loans in FS but we have 4 types of charges like Loan Commissions,Loan Processing Fee, Loan Commitment Fee,Loan Application Fee. User can rename one of them as VAT in Language File. Please check Loan Product Settings
Loan accounts numbering (random, user defined, system generated)	YES	It is system generated
Provide a list of standart documents with example (contracts, repayment schedules, account statement)		The system produces loan reports e.g (Loan disbursment report, repayment report, loan outstanding balance report, active loans by loan officer, loan till sheet, group members report, borowers detail reports etc)
Deposits management	core banking system	
Integrated with accounting system	YES	Finance Solutions linkage starts from the Chart of accounts, all Savings, Loans, Shares are entered from the the Chart of accounts, this gives it 100% intergration to the accounting side as all savings reports produced will be reflected in the Financial reports like Balance Sheet, Trial Balance, chart of accounts etc.
Types of deposit accounts		
Saving account	YES	
Current account	YES	
Overdraft account	YES	
Term deposit	YES	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Planned saving	YES	**Additional Question from Consultant:** Planned saving is a plan where the customer agree to deposit a specific amount at a specific frequence of time in order to obtain the agreed interest (otherwise it could be lost). Confirm if this feature exist. **Finance Solutions's answer:** Finance Solutions supports unlimited savings products you first have to add it to the chart of accounts and later define it as a savings product, each can have its own settings done for it like interest rate, transaction fee,expected period savings, accrued interest etc. Please check the Admin menu, Product settings- savings product settings. **Additional Question from Consultant:** It is important that you explain how it works. For what stands "Expected period saving" fields **Finance Solutions's answer:** If you set Expected Period Savings in Savings Product Settings, It will appear in Member Collection Sheet. Collection Sheet is under End-Of-Period=>General=>Member Collection Sheet
Group saving	YES	
Other (user defined)	YES	
Interests on deposits calculations		
Time weighted method	NO	
Minimum daily balance	YES	
Minimum monthly balance	YES	
Minimum quarterly balance	YES	
Average daily balance	YES	
Average monthly balance	YES	
Other (user defined)	NO	
Interests payment frequency (Daily, Weekly, Monthly, Quaterly …)		
Voluntary deposits	YES	
First saving with loan installments	YES	
Compulsory saving collection before loan disbursement	YES	
Term deposit simultation	YES	
Deposits and withdrawal methods		
Cash	YES	
Check	YES	
Transfer	YES	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Batch transfer (ex : salary of the employees)	YES	**Additional Question from Consultant**: can you please illustrate this function with some practical examples **Finance Solutions's answer**: Batch Transaction helps to post many transactions against one account. Example: Posting Staff salaries against 'Staff Salary A/C'
ATM Card	YES	
POS devices	YES	
Mobile banking	NO	Under Development.
PDA	NO	Under Development.
Other		
Tax withholding functionality	YES	
Dormant accounts management, blocking or warning when a transaction is posted	YES	
Closing with balance transfer	YES	
Option for jointly held accounts	YES	
Hard copies management (passbook, checks, account statements)	YES	
Back dating of events recording	YES	
Teller management	core banking system	
Create a new teller	YES	
Open Till	YES	The beginning of day, cash is transferred from vault to a choosen till
Close Till	YES	At the end of day, cash is transferred from Till to Vault after everything is balancing.
Cash overage and shortage management	YES	
Transfer cash from vault to a till	YES	
Transfer cash from till to vault	YES	
Transfer cash from one till to another	YES	
Transfer cash from HO to Branch office	YES	
Transfer cash from Branch office to HO	YES	
Cash to cash transfer by or to client	YES	
Cash receipts printing (deal slips)	YES	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
End of day cash position	YES	**Additional Question from Consultant:** It appears that the cash position in FS is the equivalent GL account balance **Finance Solutions's answer:** You can't post directly to the GL, a sub account has to be created under the GL and the number of subaccounts is unlimited, on the financial reports the account balance appears under the GL
Bill counting accessory	NO	**Additional Question from Consultant:** It appears that is function doesn't exist in FS (number of 100USD bills, 50 USD bills, .. Coins, ..) **Finance Solutions's answer:** This function is not in the system
Continuous cash position	YES	
Transfer	core banking system	
Interbranch transacting	YES	The system supports interbranch transactions, you specify the local branch debit and credit GL number and the Remote branch debit and credit GL number. **Additional Question from Consultant:** is there a mechanism of automatic clearing between branches in the HO accounts? **Finance Solutions's answer:** No, it has to be cleared manually. It is only cheques that can be set to clear automatically.
Interbranch funds transfer for clients (local)	YES	**Additional Question from Consultant:** is there a mechanism of automatic clearing between branches in the HO accounts? **Finance Solutions's answer:** It is like Branch 'A' client deposits money in Branch 'B'. It is also Inter-Branch Transactions
Interbank funds transfer for clients (local)	NO	**Additional Question from Consultant:** Precise what perform FS ? **Finance Solutions's answer:** NO. It can be done manually by creating GL and Account for a Bank and post transactions
International funds transfer for clients	NO	**Additional Question from Consultant:** Precise what perform FS ? **Finance Solutions's answer:** NO. It can be done manually by creating GL and Account for a Bank and post transactions
Accounting	core banking system	
Chart of accounts management	YES	
Adheres to GAAP and/or IAS provisions	YES	
Supports Anglo-Saxon accounting standards (describe)	YES	
Supports French accounting standards (describe)	YES	
Possible modifications to meet local legal requirements (central bank, supervisory regulations) or business requirements	YES	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
On-line or batch ledger updates (tills, credits, deposits)	YES	
Automated calculation and posting for partial or late payments (including interests)	YES	
Categorizing current vs. delinquent loans	YES	
Accrual vs. cash	YES	
Existence of accounts to handle interest and principal due but not received separate from accrued	YES	
Software ceases to accrue interest on late loans (automatically or on demand)	YES	
Cost accounting	NO	
Asset management	YES	**Additional Question from Consultant:** Can you provide more explanation on this module? **Finance Solutions's answer:** From the Transaction Menu go to Fixed Assests, here you can register the fixed Assets, it can be disposed, you can valuate the assets. From the Admin menu, User Defined codes you can define the Fixed assets codes like, Asset Types, Asset Classes, Depatments and Asset Locations. From the Admin menu, Account Settings=> Fixed Assets Depreciation, here is where the assets can be depreciated.
Budget management	YES	
Treasury management	YES	**Additional Question from Consultant:** Which reports are produced? **Finance Solutions's answer:** In FS, we call Treasury Management as Bank Placements. It us Under menu Transactions=>Bank Placements. Reports are in Reports=>Back Office=>Bank Placements Reports. We have 'Bank Placement Statement', 'Bank Placements Listings','Upcoming Maturity Bank Placements' ' Concentration','Reversed Bank Placements','Reversed Bank Placements Withdrwal' and Interest Exploser Report'
Pay-roll management	NO	Under Development.
Accounting interface	YES	
Export to external accounting packages? (specify which)	YES	Can export to Microsoft Excel and its then later imported to a third party accounting software.

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Import from external accounting packages? (specify which)	YES	Can import data in Microsoft excel into Finance Solutions. **Additional Question from Consultant:** Can FS import directly accounting entries (Db, Cr) without IT intervention ? **Finance Solutions's answer:** Yes, it can, you can import Savings , Shares and Loan repayments separately or you can import all i.e (savings, shares and loans) at once All these are in the End of Period menu. You have to specify the savings/shares product you are importing to and also specify the Cash/Bank or transfer account. Please not that for data to be imported it has to be formated in to an FS format e.g for saving you specify the Name, Account number and amount in MS Excel. This doesn't need IT intervention.
End of period process (day, month, year) and approximate timing for 5.000, 15.000, 50.000, 100.000 clients registered in system	YES	2 MINUTES FOR 5,000, 5 minutes for 15,000 and 12 minutes for 50,000 and 25 minutes for 100,000
Generation of financial statements (provide list)	YES	Trial Balance, Balance Sheet, Chart of Accounts, Profit and Loss, Cash Flow Review (Balance Sheet), Cash Flow Review (Balance Sheet), Budget Variance Report
Generation of aging categories reporting (aging of loans)	YES	Portfolio at risk by age and Arrears by age reports
Share Management	core banking system	
Membership share management	YES	
Share buying	YES	
Share selling	YES	
Share valuation	NO	
Dividends calculation	YES	**Additional Question from Consultant:** Where is it in the menu? **Finance Solutions's answer:** From the End of Period=>Shares=>Shares Dividents Calculations. Settings are in menu Product Settings=>Shares Product settings
Flexibility		
Consolidation / Possible network configurations		
Single PC	YES	
Decentralised	YES	
Decentralised with consolidation tool	YES	There is a provision to merge data of the different branches at the head office. This helps to produce consilidated reports. **Additional Question from Consultant:** is this a merge of the full DB or of the incremental transactions only? **Finance Solutions's answer:** It is a merge of the Full Database

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Centralised on line	YES	Yes, with the help of replication. **Additional Question from Consultant:** Centralised on line means that the application is able to work on a WAN on a client-server basis and not in remote view mode (MS-TSO) **Finance Solutions's answer:** The WAN setup works with windows server 2000 and above with the help of Active directory services and domain. When this is done each remote branch should have a domain controller and a primary domain controller at the head office. MS-SQL Server replication is then configured. If there is a disconnection from the head office, the branch is not disconnected and they remain online when connection is regained, only the new posted records are replicated. **Additional Question from Consultant:** Two more questions. 1. What should be the minimum broadband if it's used throaugh Internet (256k, 512k ?). 2. Regarding the replication capacity in case of off-line, I would like to know it this is a feature provided by MS SQL or by FS? **Finance Solutions's answer:** Minimum broadband 128k at branch and 256 at Head Office. Replication feature provided by MS SQL-SERVER. If branches
Centralised on line with off-line option	YES	**Additional Question from Consultant:** It means the ability to automaticaly switch from local to remote DB and automatically reconciliate the incremental data between the two DB **Finance Solutions's answer:** With the help of MS SQL server replication all is done automatically, the client doesn't even know he is not connected to the remote DB as he is connected to the local server and the local connects to the remote using Domain and Active Directory services. so only incremental data is reconciled incase there is a break down. **Additional Question from Consultant:** I understand that if FS is functioning in centralised mode, in case of failure of the network, the user can continue to work on his local DB (this means that previous transactions input have populated both local and centralised DB), and when network is restored, only the incremental transactions are sent to the central DB. Pls confirm **Finance Solutions's answer:** Yes. If network failure, user can continue working on local DB. When network restored, SQL-SERVER will replicate only modified/New records. Local DB is always same as Central DB when net
Other		
Technical Deploiement of software		

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Stand-alone	YES	You can install Finance solutions on a single PC, the database and the front end all on the same PC
Client/Server	YES	You install the database (MS SQL server) on the server PC, and Finance solutions on the client computers and all you have to do is specify the server computer name, database name, user name and password.
ASP	NO	
Web Interface	NO	YES, if using WEB Services **Additional Question from Consultant:** FS could run under a browser ? **Finance Solutions's answer:** Using Third-party service 'WEB Services'
Multi-Tier	YES	Here you do it when opting for centralized database, you install the database on the servers running windows server 2000 and above, then on the client computers you make sure the join the domain of the main server, a WAN has to be set first.
Delayed posting	YES	
Tracking flexibility		
Tracks clients at different levels (individual, group, village, branch, region, institution	YES	
Track current and historical client portfolio of loan officer / supervisor	YES	
Multiple branches or regions		
Mechanisms for separating information on an office basis	YES	
Presentation of financial or statistical information by branch or region	YES	
Ability to neutralize inter-branches transactions	YES	
Multi institutions	YES	
Maximum number of accounts handled by software		Its 999,999 per product (e.g Voluntary savings) if you use numeric as the account number, when this is exhusted, you can use alpha numeric.
Maintenance of indicator lists for selected data (like region list)	YES	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Is there any field that can be modified or added by user ?	YES	The fields during client data capture can be modified, they are labed as "user definable fileds", also the client can change the language file e.g if instead of calling a Loan arrears report and its called Deliquent loans report, the user can modify the language filed using notepad and save, this will be reflected on the software interface and labels. **Additional Question from Consultant:** The question was related if a user can really modify or add new fields **Finance Solutions's answer:** User can change field names in Language File
Multiple languages		
Technical documentation and user guides languages		English, French, Swahili.
Languages available within software		English, French, Kiswahili, Spanish, Russian, Portuguese, Luganda,
Can support languages on a user basis	YES	You could have a user login in english, the cashier working in French, the other in Spanish, another in Russian etc all accessing the same database at the same time, the language file is an enternal .LNG file which is a text file. It can be easily transalated to another language all you have to do is make a copy of the .LNG file and rename it then translate.
All messages are in the language of choice	YES	
All screen information is presented in language of choice	YES	
Multiple language support requires recoding (language is hardcode) or is intrinsic to the system (language is parameterized)	NO	To add a new language, the end user has to make copy of the old language file which is in the language folder and rename it, then they can start translating it into their own language. They can use notepad or wordpad to edit this.
Statements can be in different languages? If yes, possibility to allocate a language to a client ?	YES	Depending on the client's language, you can choose to print any statement in a language of their choice.
Ability to handle non roman scripts	YES	
Multiple currencies		
Supports local currencies and foreign currencies	YES	Yes, all you have to do is set the base currency and later set the different currencies and their exchange rate to the base currency. All Finacial reports can be viewed in any Currency.
Supports loan / deposits accounts and teller transactions in different currencies	YES	
Supports foreign exchange exposure calculation facilities	YES	We have module 'Foreign Exchange revaluation'
Handles maintenance of value accounts and other inflationary risk mitigation functions	NO	
Possibility to add a currency	YES	End user can add an unlimited currencies to the system.

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Daily exchange rates entry	YES	One rate only per currency. **Additional Question from Consultant:** It seems that only one rate per currency could be recorded **Finance Solutions's answer:** Yes, only one rate per currency is supported in the adimin settings but you can change currency rate when you post transactions
Displayed in 2 currencies ?	YES	All Financial Reports can be displayed in any currency of your choice once it is input in FS
Position Management	NO	The system supports automatic currency revaluation into the base currency, for each currency you enter, you specify the value to the base currency, all financial reports can be viewed in any currency specifed in the system. **Additional Precision from Consultant:** Position mgt, is a report showing the gap between Assets and Liabilities per currency **Finance Solutions's answer:** No, FS does not have it then
Rounding		
Rounding per currency to fit cash constraints (5, 10, 50, 100, …), possibility to set it up by product	NO	
Rounding of installment amounts (Principal + interests)	YES	
Guaranty Deposits and funds		
Guaranty funds	YES	
Death insurance	YES	
Garanty fund deducted from loan amount prior to disbursement or on disbursement date	YES	
Garanty fund paid before disbursement	YES	
Garanty fund paid with installments	YES	
Provision		
Calculation set by ageing rules and product type	YES	
Calculation modes (total outstanding, past dues only, ...)	YES	
Provision automatically calculated at disbursement	YES	
Reporting	core banking system	
Existing operational reports	YES	Performace monitoring report, Clients/Internal accounts Listing, System users report, audit trail report, Loan outstanding balance report, loan disbursment report, Portfolio at risk report, Active loans by loan officer, Cashier/Teller status, Transactions by session date, savings transaction report etc.

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Existing financial reports	YES	Trial Balance, Profit and Loss statement, Balance Sheet, Budget variance with annual budget, Chart of Accounts, Cash flow review (Balance Sheet), Cash flow review (Profit and loss statement), User defined profit & loss statement, User defined Cash flow statement, user defined balance sheet
Existing management reports	YES	
Regulatory authority reporting (Central Bank) configurable	YES	
CGAP Key Performance Indicators	YES	
User defined reports	NO	**Additional Question from Consultant:** Is this an internal tool? **Finance Solutions's answer:** There is user definable Financial reports where the user chooses the items to appear, this can be seen from the Reports menu, Financial reports, User-Defined profit and loss statement, balance sheet and cash flow statement. The user can also create their own reports using third party report tools like Crystal reports.
Possibility to perform trend analysis / comparisons (i.e. this month vs last month, payment performance analysis ...)	YES	All reports have the option to view from a specified date to a given date, all this can be in the same month or other months.
Export utility (Word, Excel, other format,…)	YES	You can export to Word, Excel,PDF, XML,RTF,Image (Jpg,GIF,BMP)
Customized statistics	YES	
Additional functionalities		
Payment cards		NO
Check management	core banking system	You can configure automatic check clearing at a start of a session, this will depend on the number of days set to clear a check **Additional Question from Consultant:** Where is in the menu the cheque management ? **Finance Solutions's answer:** From the Admin menu, General Settings, under the General Tab,there is an option to enable automatic cheque clearing at the start of a session. Still from the Admin menu, Accounts Settings, Define Cash/Bank/Transfer Accounts, when you create an account, you select if it is a Cheque account, Cash account, Bank or transfer account. Manual cheque clearing is in Menu Transactions=>Cheque Clearing
Payment services (bills, utility management)	core banking system	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Money exchange service	core banking system	Finance Solutions has a Forex module with many reports i.e FX Account statement, Foreign Currency Revaluation, FX account status report. **Additional Question from Consultant:** What does the new Forex module bring on top of the Multi-currency features that the system has?" **Finance Solutions's answer:** Forex module does Sale/Buy different foreign currencies and there are few reports to motitor currency trancations
Credit scoring	core banking system	There is a loan appraisal module. **Additional Question from Consultant:** This is not Credit scoring which is based on algorithm and historical data **Finance Solutions's answer:** Yes it is not based on Historical data
Customer relationship management		
HR administration	core banking system	**Additional Question from Consultant:** It seems that this module doesn't exist in FS **Finance Solutions's answer:** This is not in the system yet
Batch transfer functionality	core banking system	You can transfer monthly amount to customer account, this is done at the end of the month, all you have to specify is the amount each of the employees earn and then when the month end reaches, upon receiving their payment cheques, this amount can be automatically transfered to their accountl
Other products and services	core banking system	Fixed Assests management, Discount Instruments, Interbranch transactions. **Additional Question from Consultant:** What is Discount Instruments? **Finance Solutions's answer:** This is where an institution deposits an amount with a bank (kind of like bank placements), but in this case they don't wait for the maturity date to come, they are given the interest upfront upon depositing this amount. When the maturity time arises, the only collect the amount they deposited.
EASE OF CONFIGURATION		
Configurator exists	YES	
Parameterization steps	YES	
Calendar (holidays / working days)	YES	
Configuration printing	YES	

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Configuration interface/ergonomy	YES	
Possibility to replicate the configuration from one system to another	YES	
SECURITY		
Audit		
Audit methodology	YES	
Unique teller identification number	YES	
Traceability of products parametrization	YES	
Traceability of connections - loggings	YES	
Traceability of transactions	YES	All transactions have a transaction number allocated to it, all error corrected transaction can be traced, including revered loan disbursment, loan repayment, savings, shares etc.
Identification		
Users profiles (roles and privileges)	YES	
Activate / deactivate a user	YES	
Technology used		
Accountability		
by transaction	YES	
by consultation	YES	
data collected in log file	YES	
Backup management		
Using an external tool	YES	You can use SQL server backup utility or third party
Internal tool: specify whether manual or automatic	NO	Both manual and automatic, you have to specify the routine if automatic is choosen. **Additional Question from Consultant:** It seems that there is no internal automatic back-up **Finance Solutions's answer:** Automatic backup has to be configured from MS SQL server backend.
Automatic recovery tool	YES	
Data protection		
on database	YES	Password protection of SQL Server Database
between remote stations	YES	Protection using network resources and SQL server password
on external floppies and backup cartridges	YES	Passoword protection can be set
TECHNICAL ARCHITECTURE		
Server requirements		

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Operating system		Windows Server 2003/2008 if its to be used on a WAN, otherwise windows XP/Vista can also be used as a server OS.
Minimal configuration for 15.000, 50.000, 100.000 clients		Pentium 4 processor (Xeon 2.8Ghz), 1 GB RAM, 40 GBHDD
Optimal configuration for 15.000, 50.000, 100.000 clients		Duo core processor (Xeon 2.8Ghz), 2 GB RAM, 80 GB HDD
Size of server application for 15.000, 50.000, 100.000 clients		Its same with the client, only that more storage space has to be allocated, i.e atleaset 80GB
Network requirements		
Describe the usual configuration		Setup a LAN, install SQL server on the server, then create a new database and restore a blank data, install Finance Solutions on all the clients, configure the database path to read from the server
Protocol	Internet TCP/IP	It connects through a LAN and a WAN using TCP/IP
Database requirements		**Atleast 10GB free disk space, 1 GBRAM**
Supported native databases		Microsoft SQL Sever Database 2000/2005/2008 and Express Edition
ODBC, JDBC		Yes there is support of OBDC
Workstation		
Operating system		Windows XP, Vista
Minimal configuration		Pentium III, 128MB RAM, 2GB HDD
Optimal configuration		Pentium 1V, 512MB RAM, 4GBHDD.
Size of client application		Since the database resides on the server, the cleint database is 200MB
Existing interface		
Excel, Word, text formats (TXT, CSV)		Word, Excel, PDF, XML, Image, RTF
Other		
Software		
Programming language		Microsoft Visual Foxpro 9.0, Visual Studio.Net, Microsoft SQL Server
Open source	NO	
Other integrated tools		Foxfire report generator, Crystal reports can also be used
PLANNING, TRAINING AND BUDGET		
System implementation		
Implementation methodology	YES	We study their current system, then do the training and later do data importations, verifications is the final stage before rollout.
Describe how you build capacity at your client to replicate implementation of one branch to other branches by itself		Usually after the training has been done from one branch, a database is prepared to the clients specifications e.g The chart of accounts, Interest calulation methods, General Ledger numbers, this blank database can be later used by other branches since its the same institution
Installation & training partners (please indicate installation and training languages where appropriate)		We offer training in English, French and Swahili, other languages i.e (Spannish, Russian and Portugues) can be arraged.

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Average implementation time (from contract signature to service launch)		It takes 20 to 30 days depending on the size of the organization.
Quickest implementation		15 Days
Longest implementation		It depends on the number of branches, but on average it takes maximum of 30 days per branch
Guarantee period	YES	6 months
Installation CD ROM available	YES	We provide FS in CD ROMs, this includes the manual as well
Software update procedure		First take aback up of the database, then deploy two files i.e Tools.exe and FS.exe, use tools.exe to update the database.
Training		
User training	YES	We offer training and provide user manual at the end of the training.
If yes, how long? Who? Cost		It takes 5 Days to train for all the modules in the software for all the different user levels. It cost $300 per day.
System administrator training	YES	It takes 5 Days to train Systems Administrators, but they need also attend the Users training, if they don't attend, then they need 10 Days
If yes, how long? Who? Cost		Its costs USD 300 per day times the number of days
Training local IT specialist	YES	If the will use Finance Solutions for many branches with WAN connectivity.
If yes, how long? Who? Cost		USD 300 per day
Cost of programmer man-days for customization		USD 300 per day
System pricing		
License (basis, range cost)		It ranges from USD 1000 to 15,000 per branch, this will depend on the number of clients and network users. Additional Question from Consultant: Give precisions Finance Solutions's answer: Maximum Licensed Users Maximum no. of Clients Price Annual Maintenance (20% of licence) 1 1,000 US$ 1,000 US$ 200 5 5,000 US$ 2,000 US$ 400 10 10,000 US$ 3,000 US$ 600 15 15,000 US$ 3,500 US$ 700 20 25,000 US$ 4,500 US$ 900 Unlimited Unlimited US$ 15,000 US$ 3,000
License expiry	YES	Cients should renew their licence annually, they get free updates and support is also free, they only meet the support technician's transport costs, meal and accomodation.
Annual maintenance fee (basis, range, % license)		It costs 20% of the software price.
Cost per transaction (basis, range)		There is no cost per transaction.

Company's Name:	Sigma Data & Computers Ltd.	
Software's Name:	Finance Solutions	
ITEMS	CHOICE LISTS	**FREE ANSWERS / DESCRIPTIONS / COMMENTS**
Assistance included in the initial license cost		Our support is free, all the client pays for is the transport, Visa and meals.
Average cost of installation, with standard training included (% license)		This depends on the option choosen, if say 1 user licence is choosen with a maximum of 5,000 clients, the client pays USD 1000 for software and USD 200 as license plus USD 2,000 as training cost
Additional modules (not included in the standard software) - List features		We have bank placements, this module is used for things like tresuary bond and bills, and Discount instruments
COMMENTS, NOTES		
Questions		

CGAP

PRICING CASES

Software's Name:	Finance Solutions		Company's Name:	Sigma Data & Computers			
Description of the MFI situations	**Number of clients**	**Number of users**	**Products**	**Number of branches**	**% Urban / % Rural**	**Price in $**	**Comments**
Case 1	100,000	220	Loan + Deposit + Transfer (domestic)	50	50/50	83,000	Base price is $1000 per branch for 1000 clients and single user. Pricing depends on no. of users, no. of clients and no. of branches only. The price per additional user is USD 150 and price per additional 1000 clients is USD 150. Not charged per product or Urban/Rural.
Case 2	40,000	60	Group Loan + Individual Loan	20	20/80	29,000	Base price is $1000 per branch for 1000 clients and single user. Pricing depends on no. of users, no. of clients and no. of branches only. The price per additional user is USD 150 and price per additional 1000 clients is USD 150. Not charged per product or Urban/Rural.
Case 3	15,000	45	Individual loan and deposit	10	80/20	16,000	Base price is $1000 per branch for 1000 clients and single user. Pricing depends on no. of users, no. of clients and no. of branches only. The price per additional user is USD 150 and price per additional 1000 clients is USD 150. Not charged per product or Urban/Rural.

Case 1 — **Contains two tables: steps outline with comments & recommendations and finally pricing outline**

STEPS OUTLINE	Duration in month	Workload in men-month on the vendor side	Workload in men-month on the client side	Comments / Recommendation		PRICING OUTLINE product / service	Price in $	Comments
Specifications, installation, parameterization and configuration	1	2	2	Duration and men-month depends on size of the organization		Core module License	USD 1000	
Testing / User Acceptance tests	1	2	3	Duration and men-month depends on size of the organization		Additional modules		We charge USD 300 per day for customization (Additional Module)
Pilot phase	1	2	3	Duration and men-month depends on size of the organization		Database license	NIL	Small clients can use FREE Sql-Express edition. Larger clients should buy SQL-SERVER from Microsoft
Training	2	2	4	Duration and men-month depends on size of the organization		Interface module + Delivery Channel	USD 300 per day	
First branch roll-out	1	2	3	Duration and men-month depends on size of the organization		Implementation Fees and Expenses	USD 300 per day	
Full roll-out	12	12	12	Duration and men-month depends on		Training Cost	USD 300 per day	
Help Desk, assistance included in the initial license cost	12			Duration and men-month depends on size of the organization		Maintenance (yearly price)	20% of licencing price	

CCGAP			PRICING CASES					
Software's Name:	Finance Solutions			Company's Name:		Sigma Data & Computers		
TOTAL	6	12				TOTAL		
General comments								

CCGAP			PRICING CASES					
Software's Name:	**Finance Solutions**			**Company's Name:**	**Sigma Data & Computers**			
Case 2	**Contains two tables: steps outline with comments & recommendations and finally pricing outline**							
STEPS OUTLINE	Duration in month	Workload in men-month on the vendor side	Workload in men-month on the client side	Comments / Recommendation		PRICING OUTLINE product / service	Price in $	Comments
Specifications, installation, parameterization and configuration	1	2	2			Core module License	USD 1000	
Testing / User Acceptance tests	1	2	3			Additional modules		We charge USD 300 per day for customization (Additional Module)
Pilot phase	1	2	3			Database license	Nil	Small clients can use FREE Sql-Express edition. Larger clients should buy SQL-SERVER from Microsoft
Training	1	2	4			Interface module + Delivery Channel	USD 300 per day	
First branch roll-out	1	2	3			Implementation Fees and Expenses	USD 300 per day	
Full roll-out	6	6	6			Training Cost	USD 300 per day	
Help Desk, assistance included in the initial license cost	12					Maintenance (yearly price)	20% of licencing price	
TOTAL						**TOTAL**		
General comments								

CCGAP			PRICING CASES					
Software's Name:	**Finance Solutions**			**Company's Name:**		**Sigma Data & Computers**		
Case 3	**Contains two tables: steps outline with comments & recommendations and finally pricing outline**							
STEPS OUTLINE	Duration in month	Workload in men-month on the vendor side	Workload in men-month on the client side	Comments / Recommendation		PRICING OUTLINE product / service	Price in $	Comments
Specifications, installation, parameterization and configuration	1	1	1			Core module License	USD 1000	
Testing / User Acceptance tests	1	1	1			Additional modules		We charge USD 300 per day for customization (Additional Module)
Pilot phase	1	1	1			Database license	Nil	Small clients can use FREE Sql-Express edition. Larger clients should buy SQL-SERVER from Microsoft
Training	1	1	1			Interface module + Delivery Channel	USD 300 per day	
First branch roll-out	1	1	1			Implementation Fees and Expenses	USD 300 per day	
Full roll-out	3	3	3			Training Cost	USD 300 per day	
Help Desk, assistance included in the initial license cost	12					Maintenance (yearly price)	20% of licencing price	
TOTAL						**TOTAL**		
General comments	• License is purchased per Branch • The price per additional user is USD 150 • The price per additional 1000 Clients is USD 150 • SQL Server License is purchased separately from Microsoft • Training costs: Training on Finance Solutions® at US$ 300 per day (Accommodation, food and transport for the trainer are provided by the client). Annual maintenance fees are at 20% of the license costs. These cover free updates from our website, e-mail and telephone call support.							